		COMPANIES							
Claims	Timeliness								
	Fairness								
Policy Issuance	Timeliness								
	Accuracy								
Products	Variety								
	Quality								
	Pricing								
Automation	Direct Bill Facilities								
	Interface Capability								
	Agency Auto. Resources								
Underwriting	Responsiveness								
	Consistency								
	Flexibility								
Marketing	Compatible Philosophy								
	Advertising Support								
	Professional Field Staff								
	Quality Agency Contract								
Education	Variety								
	Quality								
Agency Management	Variety								
	Quality								
Accounting	Premium Finance Plans								
	Account Payment Options								
Commissions	Basic								
	Excess								
	Contingencies								
Other Production Incentives	Financial Assistance								
	Producer Development Aid								
	Travel Prizes								
Financial Position	Strength								
	Stability								
Management	Responsiveness								
	Competitive Attitude								
	Flexibility								
	Support of Agency System								
Total									

CHRIS BURAND ! Burand & Associates, LLC ! 719-485-3868 ! 719-485-3895 fax

Track submissions, quotes, and written policies by company, month and year. Use this form or preferably a database.

Year: _____

Companies

Month:

January	Submissions							
	Quotes							
	Policies Written							
February	Submissions							
	Quotes							
	Policies Written							
March	Submissions							
	Quotes							
	Policies Written							
April	Submissions							
	Quotes							
	Policies Written							
May	Submissions							
	Quotes							
	Policies Written							
June	Submissions							
	Quotes							
	Policies Written							
July	Submissions							
	Quotes							
	Policies Written							
August	Submissions							
	Quotes							
	Policies Written							
September	Submissions							
	Quotes							
	Policies Written							
October	Submissions							
	Quotes							
	Policies Written							
November	Submissions							
	Quotes							
	Policies Written							
December	Submissions							
	Quotes							
	Policies Written							
Total	Submissions							
	Quotes							
	Policies Written							